THE WEEKLY OF
# BUSINESS AVIATION™

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**BRITISH AEROSPACE** hasn't been saying much about its new intercontinental Model 1000 lately, but that will begin to change next month. BAe is planning a major promotional campaign for the 1000 leading up to the NBAA convention in Houston in October where the first aircraft will be on static display. BAe hopes to have British CAA certification and possibly FAA certification by then. Officials say they have commitments for the first 21of the aircraft, which was introduced at the 1989 NBAA convention *(BA, Oct. 9, 1989/115).*

**INDUSTRY REPRESENTATIVES** last week told the leadership of the House Public Works and Transportation Committee that they would not oppose the highway bill's proposed five-cent increase in the motor fuel tax as long as the increase does not apply to general aviation gasoline. Under the current tax code, avgas users would have to pay an increase in the tax up front and apply for a refund later. The aviation associations – including NATA, AOPA, NBAA, and GAMA – are proposing a change in the tax code so the tax increase would not cover avgas. Rep. Norm Mineta (D-Calif.), who chairs the surface transportation subcommittee that produced the Intermodal Surface Transportation Infrastructure Act of 1991, H.R.2950, indicated to the aviation representatives that he is interested in protecting aviation from the tax proposal.

**MANY ARE TESTED, BUT FEW ARE NABBED** as a result of FAA's requirements for drug testing of aviation personnel engaged in safety or security related positions. The agency said 340,000 aviation personnel were subject to drug testing in calendar 1990. Employers administered 230,621 drug tests last year, but only 966 (0.4 percent) were positive. Nearly half of the positive test results (446) were found in pre-employment tests of persons applying for aviation jobs. FAA said there were 541 positive findings among maintenance workers and applicants for maintenance jobs, while flight crew members and applicants for flight crews accounted for only 28.

## LEARJET 31A CERTIFICATED, DELIVERIES COMMENCE

Learjet, Inc. received FAA certification last month for its improved Model 31A and delivered the first of the new aircraft to a retail customer last Thursday. The 31A features numerous improvements over the original Model 31 that was introduced in the fall of 1987 as an entry-level jet *(BA, Oct. 5, 1987/106).* A total of 25 were delivered between late 1988 and the end of 1990.

The 31A is equipped with an integrated digital Bendix/King avionics package that includes a KFC 3100 autopilot/flight director, a five-tube EFIS and Series III radios with dual Mode S transponders. Maximum operating speed of the 31A is 325 KIAS compared to 300 KIAS in the Model 31. Additional improvements include re-engineered flight deck display and control panels and a digital "steer-by-wire" nose wheel steering system. The new system digitally computes and monitors all phases of taxi, takeoff and landing rollout for optimum power-steering control. The 31A has an electrically heated windshield that incorporates a gold film heating element that provides anti-fog/de-fog capabilities and also minimizes the greenhouse heating effect in the cockpit when the aircraft is facing the sun.

Price of the Model 31A is $4.275 million, about $1.3 million higher than the introductory price for the first eight units of the original Model 31 that was introduced in the fall of 1987. The 31 was the first Learjet model to incorporate "delta fins"–a pair of fixed horizontal surfaces attached to the bottom aft fuselage. The delta fins are designed to reduce approach speeds and prevent the aircraft from entering deep stalls by generating

*(Continued on the following page)*

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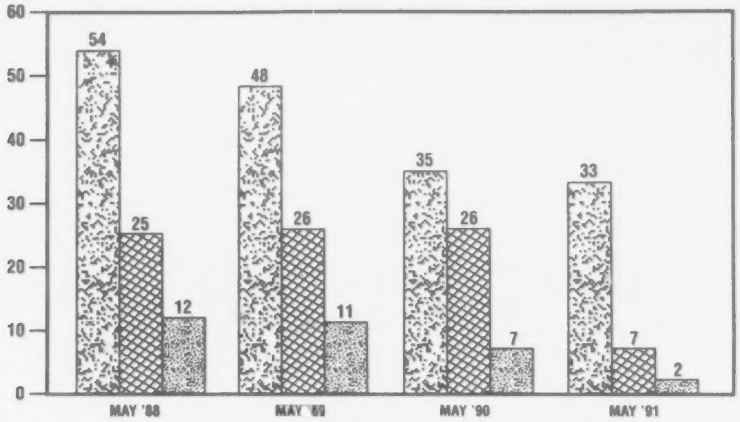
## USED RETAIL JET DELIVERIES – NORTH AMERICA




FOR MAY OF 1991

**LIGHT**

SN601 Corvette
Beechjet 400
Citation 1 + 2
Falcon 10 + 100
I.A.I. 1121 A/B /C Commodore Jet
Lear Jet 23/24/25/28/29/35/36
MU300 Diamond 1/1A/2
MS760 Paris Jet

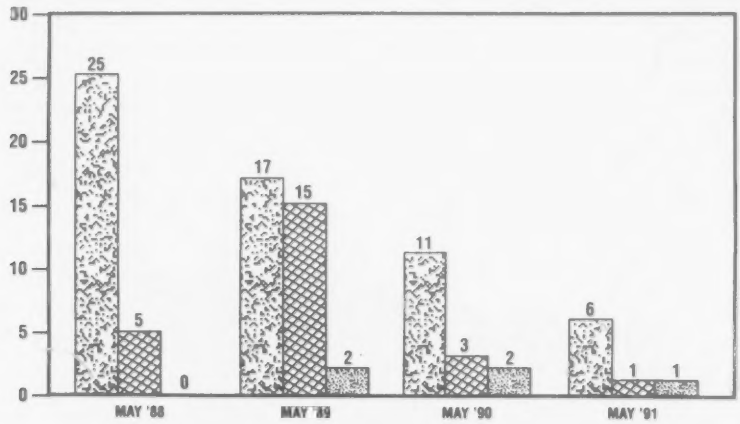
**MEDIUM**

Citation 3
Falcon 20/200
BAE 125 (All Models)
I.A.I. 1123/1124/1124A Westwind
I.A.I. 1125 Astra
Lear Jet 55/55ER/55LR/55XLR/55C
Saberliner (All Models)

**HEAVY**

CL600/601 Challenger
Falcon 50/900
G1159 Gulfstream 2/2B/3/4
Lockheed Jetstar (All Models)
All Airliner Type Jets
Such as Boeing 707 and similar type aircraft

## USED RETAIL JET DELIVERIES – OUTSIDE NORTH AMERICA

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Lear Jet 23/24/25/28/29/35/36
MU300 Diamond 1/1A/2
MS760 Paris Jet

**MEDIUM**

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CL600/601 Challenger
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SOURCE: AVDATA, INC., WICHITA, KS.

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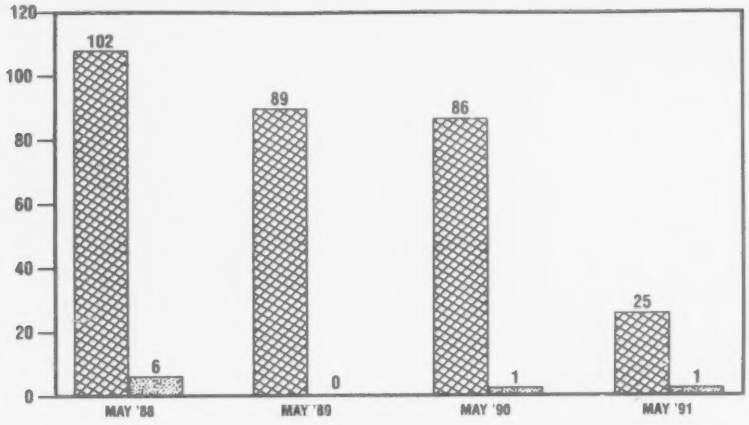
## USED RETAIL TURBOPROP DELIVERIES – NORTH AMERICA




FOR MAY OF 1991

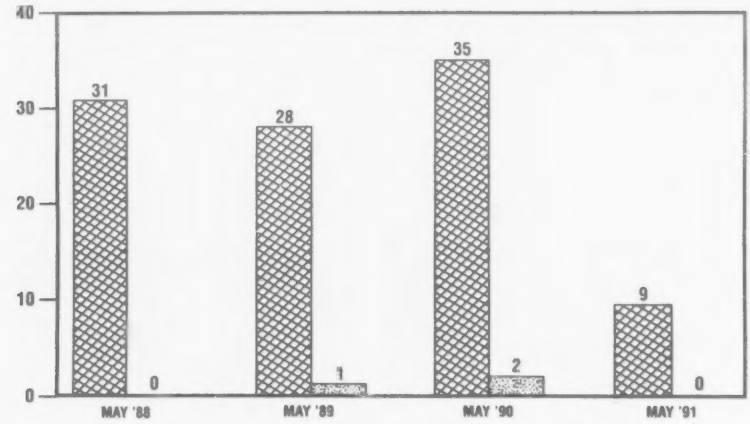
**MEDIUM**

Turbo Commander (All Models)
Beech 90 King Air (All Models)
Beech 100 King Air (All Models)
Beech 200 King Air (All Models)
Beech 300 King Air (All Models)
Cessna 400 SRS Conversions
Cessna 425/441/406/435
Mitsubishi MU2 (All Models)
PA31T/PA42 Cheyenne (All Models)
Swearingen Merlin/Metro (All Models)

**HEAVY**

G159 Gulfstream 1
All Airliner Type Turboprops
Such as F 27 Friendship and similar type aircraft

## USED RETAIL TURBOPROP DELIVERIES – OUTSIDE NORTH AMERICA

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